

EXHIBIT D

SEAN TESORO

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PROFESSIONAL EXPERIENCE

11/02 – Present **MassMutual Financial Group** Hartford, CT

Vice President, Regional Sales Director (AL, TN, GA, MS)

- Responsible for developing territory of Independent, Regional and Bank Broker Dealers in Southeast
- Educate and train reps on marketing of MassMutual products and services, conduct client workshops

1/02 – 11/02 **Travelers Financial Distributors** East Brunswick, NJ

Vice President, Regional Sales Director (S. California, NV, HI)

- Developed a start-up territory for newly created Broker Dealer Division
- Designated presenter for national conferences of SunAmerica Securities, Sentra Securities, and AXA Financial

1/01 – 12/01 **Lincoln Benefit Life / Allstate Financial** Northbrook, IL

Regional Vice President (S. California)

- Customized asset building programs for financial planners using seminars, direct mail, and sales training
- Mentored and trained five wholesalers in the Western Division Sales Force
- Awarded First Place, 2001 LBL Divisional Presentation Contest

2/98 – 1/01 **Sun Life Financial Distributors, Inc.** Boston, MA

Regional Vice President (S. California / AZ, NM)

- Marketed multi-managed insurance products and fixed annuities to all Broker Dealer Channels
- Prospected and secured new sales agreements with upper-management of Broker Dealer firms
- Awarded First Place, 1999 and 2000 Sun Life National Presentation Contest

5/97 – 2/98 **Laffer Associates** La Jolla, CA

Vice President, Chief of Staff

- Marketed economist Dr. Arthur Laffer as keynote speaker to Financial Institutions
- Updated macro-economic and industry specific forecasting research

2/94 – 4/97 **Putnam Investments** Boston, MA

Senior Regional Marketing Associate

- Successfully co-managed a \$450 million territory marketing funds, annuities, and retirement plans
- Awarded First Place, 1996 Putnam Presentation Contest

PROFESSIONAL SKILLS

- Create sales presentations using MS PowerPoint
- Developed database of 200+ sales ideas
- Renaissance Inc. Wealth Management CRT training
- Perform Emerald Client Education Seminars
- ACT! and Goldmine contact management software
- Series 6 and 63, State Life Insurance License

EDUCATION

5/94 **Yale University Bachelor of Arts** New Haven, CT

Yale University Varsity Swim Team 1990-1994, with Letter Honors (Team Captain '93-'94)

References Available Upon Request